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**Course Name**

# Cash Flow Pressure Mapping

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**Sector Name**

Finance, Accounting and Banking

**Document Type**

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## Cash Flow Pressure Mapping

### Course Introduction

Cash pressure rarely begins when the bank balance becomes uncomfortable. It is often created much earlier through commercial terms, purchasing commitments, inventory decisions, billing delays, collection behavior, payment timing, operational exceptions and growth choices. When these pressures are viewed separately by different functions, Finance may recognize the combined cash impact only after flexibility has already narrowed.

**BOOST Consulting & Training** presents **Cash Flow Pressure Mapping**, a practical program designed to help participants trace **where future cash pressure is being created before it reaches the cash position**. Rather than approaching cash management as a reporting or treasury exercise, the course follows cash upstream across business activities, identifies pressure points and transmission paths, evaluates their timing and intensity, and converts them into actionable interventions that protect liquidity without automatically restricting business activity.

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## Cash Flow Pressure Mapping

### Target Audience

Finance and treasury professionals, FP&A specialists, management accountants, working capital professionals, and managers involved in cash-impacting business decisions.

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## Cash Flow Pressure Mapping

### Learning Objectives

- ✓ Identify where cash pressure originates across business activities.
- ✓ Distinguish cash symptoms from the decisions that create them.
- ✓ Trace how operational and commercial actions affect future liquidity.
- ✓ Detect pressure concentrations before they reach the cash balance.
- ✓ Evaluate the timing, intensity and persistence of cash pressures.
- ✓ Prioritize interventions according to their cash impact and business consequences.
- ✓ Build a practical cash pressure map for proactive liquidity management.

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## Cash Flow Pressure Mapping

### Course Outline

#### ✓ Day 01

##### **Looking Upstream from the Cash Balance**

##### **Understanding How Cash Pressure Forms**

- ✓ Distinguishing cash position, cash movement and emerging cash pressure
- ✓ Identifying the time gap between a business decision and its eventual cash impact
- ✓ Recognizing why healthy revenue or profit does not necessarily protect liquidity

##### **Mapping the Sources of Pressure**

- ✓ Locating pressure across sales terms, purchasing, inventory, billing and collections
- ✓ Identifying commitments that consume future cash flexibility
- ✓ Building an initial map of cash-generating and cash-absorbing activities

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## Cash Flow Pressure Mapping

### Course Outline

#### ✓ Day 02

##### **Tracing Cash Through Business Decisions**

##### **Following the Commercial Cash Chain**

- ✓ Examining how pricing, credit terms and customer commitments influence cash timing
- ✓ Tracing billing delays, disputes and collection behavior back to their origins
- ✓ Identifying revenue growth patterns that can increase rather than relieve cash pressure

##### **Following the Operational Cash Chain**

- ✓ Connecting procurement, inventory and capacity choices to future cash requirements
- ✓ Identifying operational exceptions that create unplanned cash absorption
- ✓ Tracing how timing mismatches accumulate across interconnected activities

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## Cash Flow Pressure Mapping

### Course Outline

#### ✓ Day 03

##### **Detecting Pressure Before It Peaks**

##### **Reading Emerging Cash Signals**

- ✓ Identifying changes in collection velocity, payment timing and inventory movement
- ✓ Detecting increasing reliance on short-term cash accommodations
- ✓ Recognizing combinations of small movements that indicate building pressure

##### **Measuring Pressure Intensity**

- ✓ Assessing magnitude, timing, duration and reversibility of cash impacts
- ✓ Identifying periods where multiple cash demands are likely to converge
- ✓ Building a cash pressure heat map around critical periods and activities

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## Cash Flow Pressure Mapping

### Course Outline

#### ✓ Day 04

##### **Designing Cash-Relief Interventions**

##### **Selecting the Right Intervention Point**

- ✓ Distinguishing actions that move cash timing from actions that improve cash economics
- ✓ Identifying where intervention can release cash without damaging core operations
- ✓ Comparing the financial and commercial consequences of alternative responses

##### **Coordinating Cross-Functional Cash Actions**

- ✓ Translating cash pressure into actions for sales, procurement, operations and Finance
- ✓ Assigning ownership to the business decision that creates the pressure
- ✓ Sequencing interventions to avoid solving one pressure point by creating another

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## Cash Flow Pressure Mapping

### Course Outline

#### ✓ Day 05

##### **Building Proactive Cash Pressure Management**

##### **Monitoring the Movement of Pressure**

- ✓ Tracking whether interventions reduce, postpone or relocate cash pressure
- ✓ Identifying recurring pressure patterns that require structural correction
- ✓ Refining thresholds and monitoring points as business conditions change

##### **Cash Flow Pressure Mapping Lab**

- ✓ Analyzing a business scenario with multiple competing cash demands
- ✓ Tracing pressure from originating decisions through to liquidity impact
- ✓ Building an actionable Cash Flow Pressure Map for workplace application

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## Cash Flow Pressure Mapping

### Confirmed Sessions

| FROM          | TO           | DURATION | FEES       | LOCATION    |
|---------------|--------------|----------|------------|-------------|
| Dec. 28, 2026 | Jan. 1, 2027 | 5 days   | 4250.00 \$ | UAE , Dubai |

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